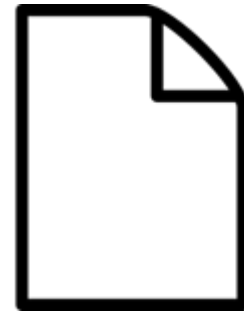




DOCHUB

One hub, all documents



MEET THE TEAM



Gabriel Rovesti

CEO



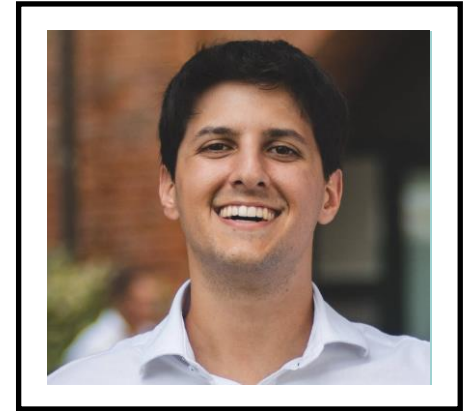
Elena Marchioro

CTO



Hannaneh Kalantary

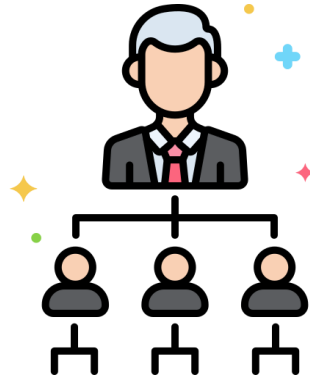
CMO



Michael Amista'

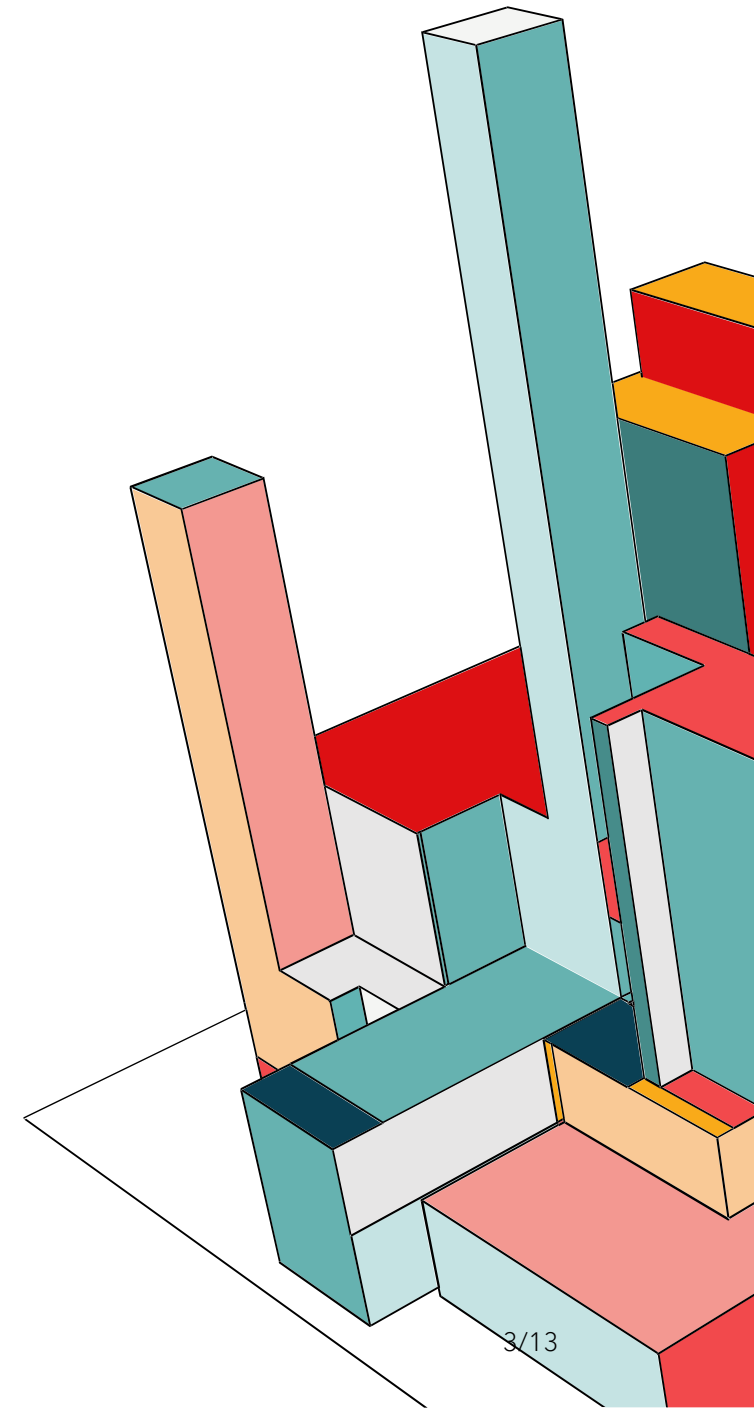
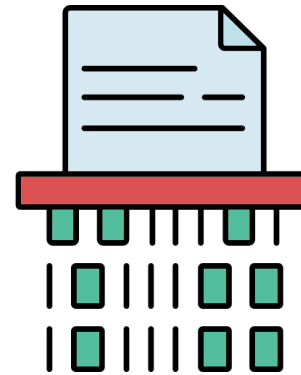
CFO

PROBLEM

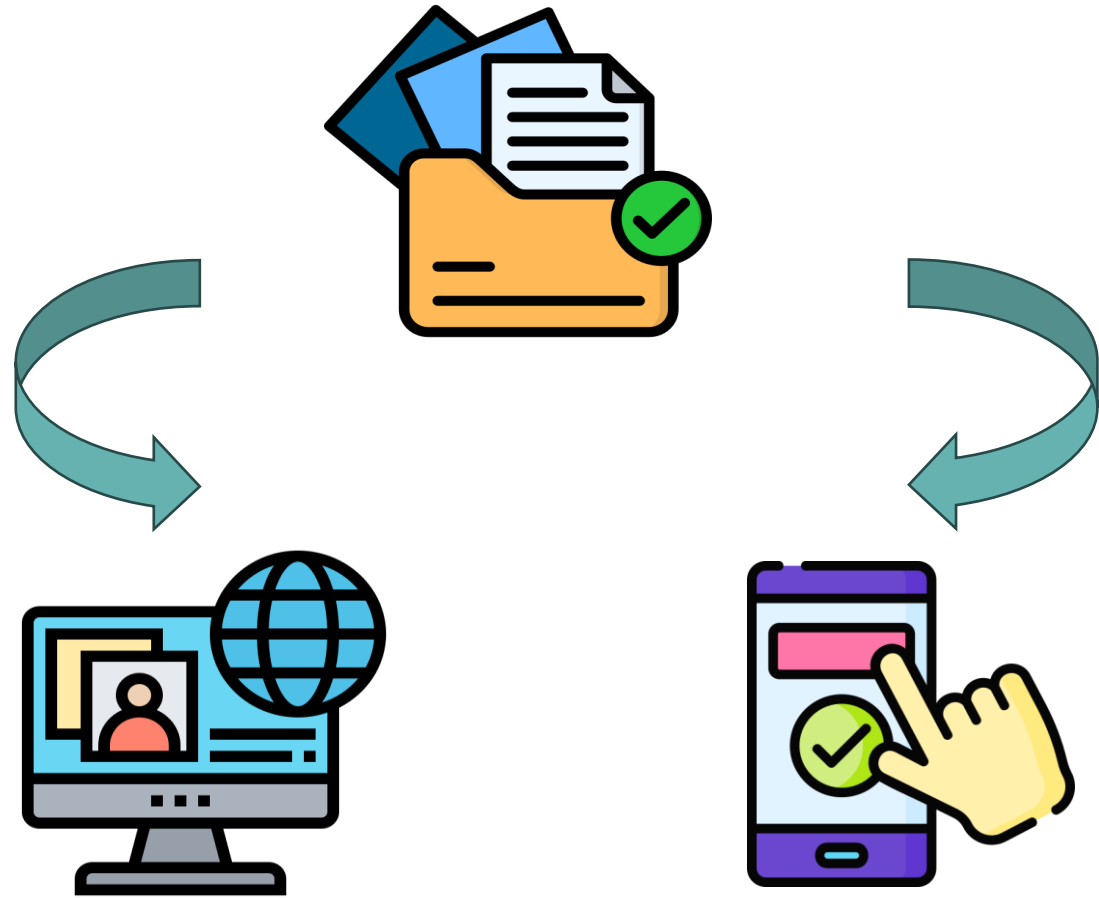


Bureaucratic Italian system

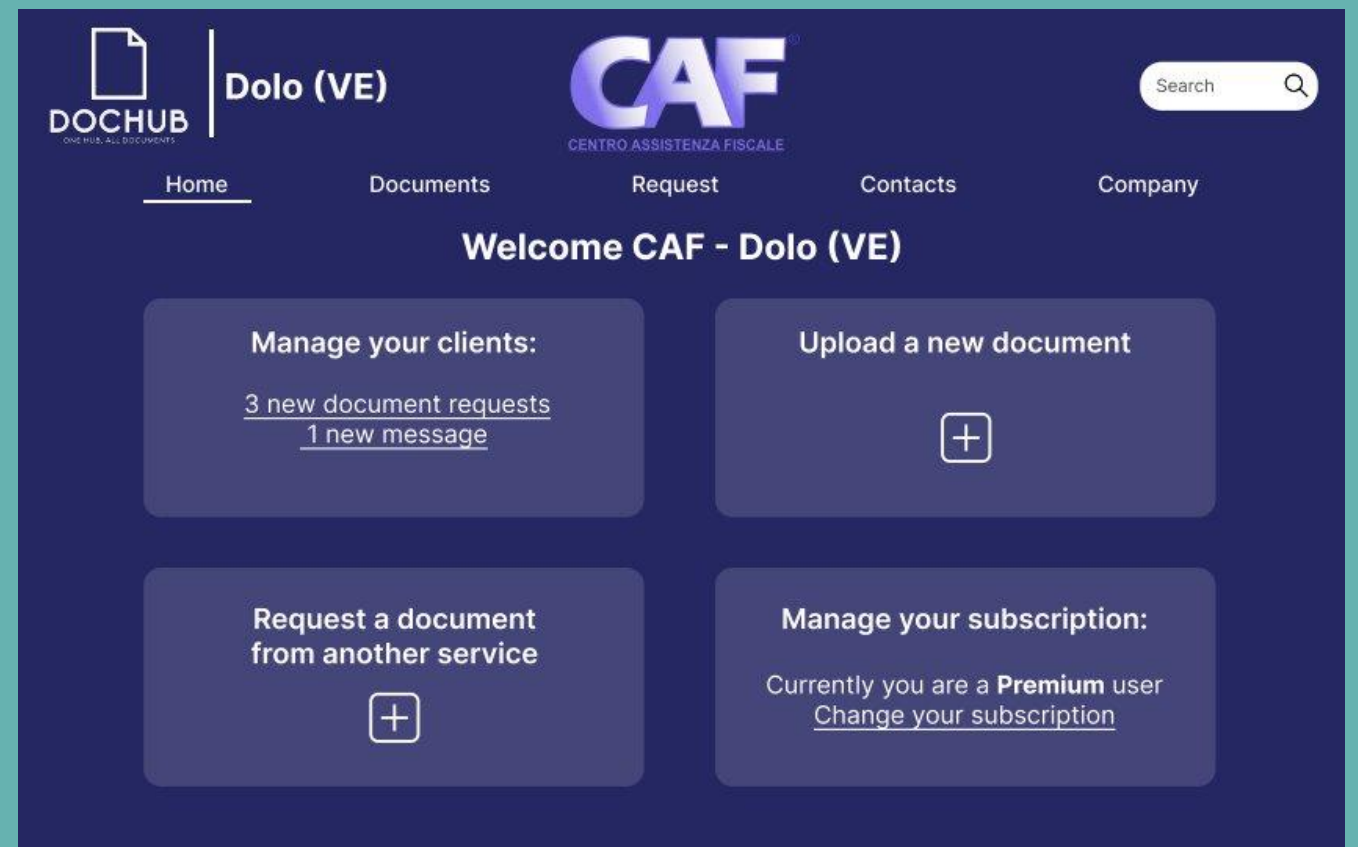
Lack of integration



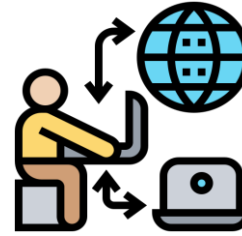
SOLUTION



SPID/Digital Identity



UNDERLYING MAGIC



Simplified Access for
Citizens

Cost Reduction for Public
Administrations



Partnerships with Local Entities and
Public Administrations

MARKET OVERVIEW

Company interviews

- **Yes!** It would be really helpful and time saving
(INAIL Padova)
- Do you have a **demo** for us?
(Patrizio Giraldi, CAF Dolo)
- That's interesting can we give you our **contact**?
(Alessandra Biscaro, UniPD)

Citizens interviews

Would you use it?

97.5% Yes

2.5% No
(39 interviews)

BUSINESS MODEL

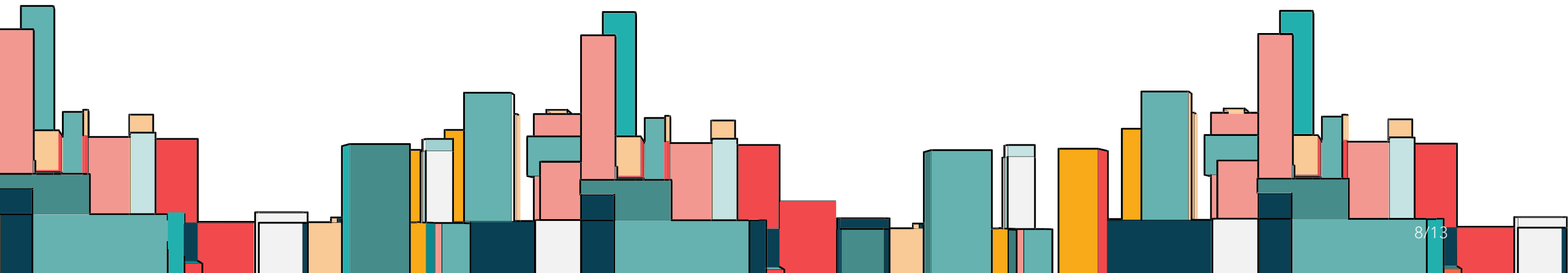
Subscription Tiers according to:



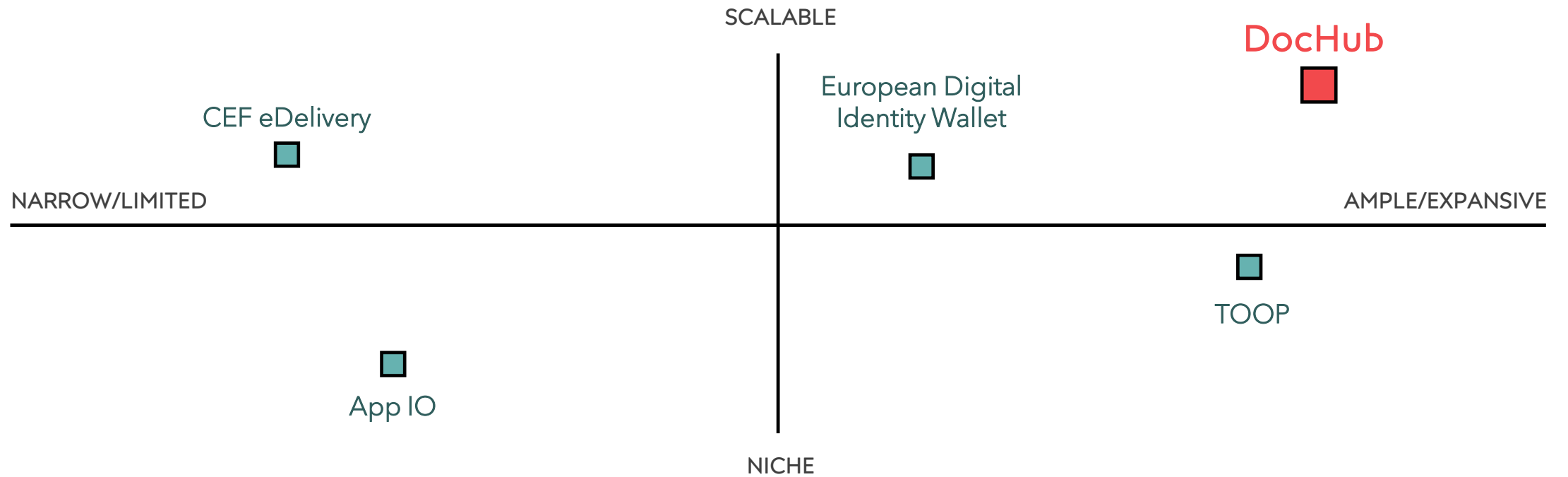
Transaction Limit



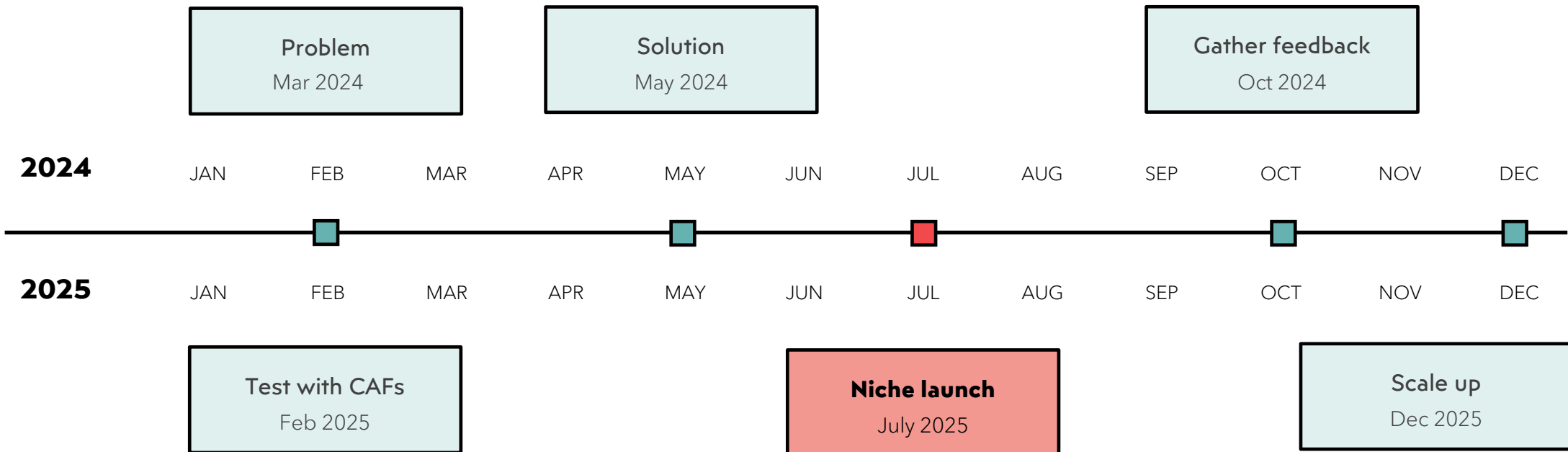
User Limit



OUR COMPETITION



TIMELINE



PROJECTION

How we'll scale in the future

JUL 2025

Release the drafts to
our start niche:
Venice CAFs

MAR 2026

Expand to all
Italy CAFs

JAN 2027

Reach of Italy Public
Administrations

BUDGET

	2024	2025	2026	2027
Companies	0	23	1557	4412
Costs	- 80.000 €	- 260.050 €	- 8.153.000 €	- 44.267.000 €
Revenues	0 €	75.000 €	14.250.000 €	64.350.000 €

NOW IT'S UP TO YOU

Will you lead the new
global citizens or are you
going to just follow them?



VISION & MISSION



Vision

Simplify digital
documents
retrieving in Italy



Mission

Platform to gather all
the documents which
every citizen and the
PAs has access

Backup

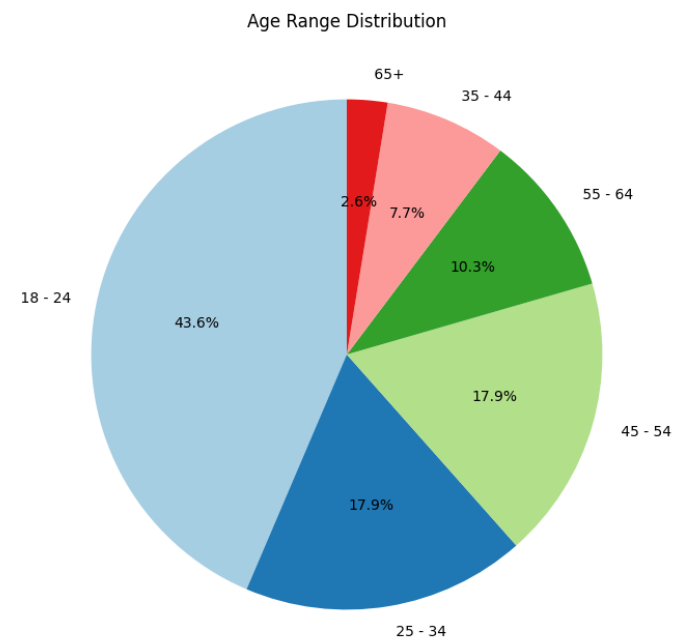
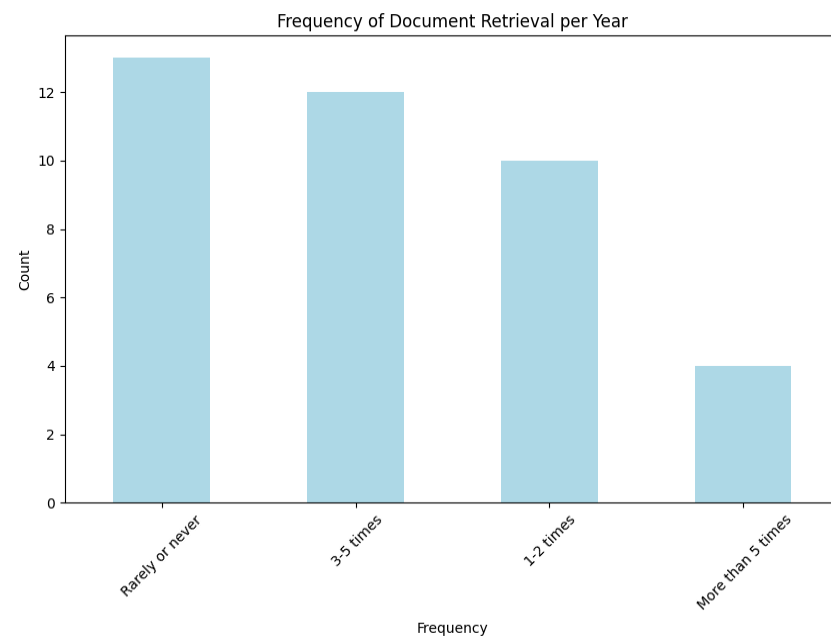
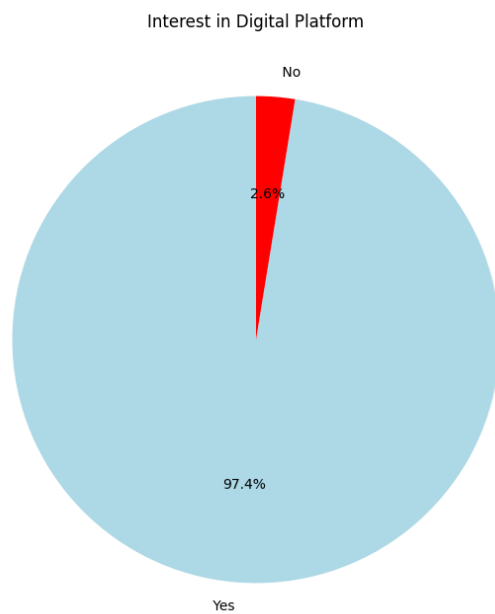


LEAN CANVAS

Problem <ul style="list-style-type: none"> Inefficacy in the bureaucratic Italian system when to retrieve documents Lack of integration between different services 	Solution <ul style="list-style-type: none"> Citizen Personal Document Hub - DocHub Develop a dedicated web portal and mobile app that serves as a personal document hub for citizens login with SPID/Digital Identity 	Unique Value Proposition <ul style="list-style-type: none"> Allow easier access for ordinary people to documents to easily see /download them from a unique place Reduction of PAs' costs for maintenance of their applications 	Unfair Advantage <ul style="list-style-type: none"> Collaboration with local entities and PAs to ensure compliance and endorsement as AgID Project 	Customer Segments <ul style="list-style-type: none"> Common citizens and used to use digital services and want to retrieve specific documents (for specific situations) Public administrations, CAFs - Needing efficient, scalable solutions reducing costs
Existing Alternatives <ul style="list-style-type: none"> SPID Various portals existing in Italy (e.g., ANPR, NoiPA, AE, ACI, etc.) App IO coming soon... (digital wallet) 	Key Metrics <ul style="list-style-type: none"> Volume of transactions and documents processed and retrieved Number of active users and PAs on the platform Website's ROI (Return of Investment) 	High-Level Concept <ul style="list-style-type: none"> Google Drive for personal digital documents (cloud) 	Channels <ul style="list-style-type: none"> Web portal accessible from PC and mobile (webapp) PRs / Partnerships with AgID and some CAFs 	Early Adopters <ul style="list-style-type: none"> Ordinary people middle aged, with some confidence with digital world usage who want to have an easier access to these documents Run pilot programs with PAs/Accountants, public entities, public users who work with documents to gather initial feedback and build case studies
Cost Structure <ul style="list-style-type: none"> Website development Security implementation Integration with existing systems (like SPID) Customer service for both users and PAs Employees Costs associated with customer acquisition and retention Ongoing compliance with legal standards Training program costs for PAs 		Revenue Structure <ul style="list-style-type: none"> Tiers subscriptions: Charge public administrations a subscription fee for using the platform to manage and distribute documents Tiers based on how many transactions and how many users 		

Drivers	2024	2025	YoY.	2026	YoY-2	2027	YoY-
Companies (PAs/CAFs)	0	23	NaN	1557	6669,57%	4412	183,37%
Standard Fee for Users	0	0,50 €	NaN	0,55 €	10,00%	0,60 €	9,09%
Number of (Ordinary) Users	0	100.000,00	NaN	15.000.000,00	14900,000%	58.500.000,00	290,00%
Standard Fee for Transactions	0	0,03 €	NaN	0,04 €	60,00%	0,05 €	25,00%
Number of Transactions	0	1.000.000,00	NaN	150.000.000,00	14900,00%	585.000.000,00	290,00%
Budget	2024	2025	YoY-	2026	YoY-2	2027	YoY-
Fees for Users	- €	50.000 €	NaN	8.250.000 €	16400,000%	35.100.000 €	325,455%
Fees for Transactions	- €	25.000 €	NaN	6.000.000 €	23900,000%	29.250.000 €	387,500%
Revenues	- €	75.000 €	NaN	14.250.000 €	18900,00%	64.350.000 €	351,58%
	- €	- €	NaN	- €	NaN	- €	NaN
Variable Production Costs	- €	- €	NaN	- €	NaN	- €	NaN
MARGINE CONTRIBUZIONE	- €	75.000 €	NaN	14.250.000 €	18900,00%	64.350.000 €	351,58%
CEO	- €	- 20.000 €	NaN	- 30.000 €	50,00%	- 50.000 €	66,67%
CTO	- €	- 15.000 €	NaN	- 25.000 €	66,67%	- 40.000 €	60,00%
CMO	- €	- 12.000 €	NaN	- 23.000 €	91,67%	- 37.000 €	60,87%
CFO	- €	- 15.000 €	NaN	- 25.000 €	66,67%	- 40.000 €	60,00%
Website development and maintenance	- 10.000 €	- 10.000 €	0,00%	- 50.000 €	400,00%	- 100.000 €	100,00%
Security implementation	- 30.000 €	- 20.000 €	-33,33%	- 100.000 €	400,00%	- 2.000.000 €	1900,00%
Integration with existing systems	- 10.000 €	- 25.000 €	150,00%	- 100.000 €	300,00%	- 2.000.000 €	1900,00%
Customer service (Users/PAs)	- €	- 3.000 €	NaN	- 100.000 €	3233,33%	- 5.000.000 €	4900,00%
Ongoing compliance with legal standards	- 30.000 €	- 20.000 €	-33,33%	- 2.000.000 €	9900,00%	- 10.000.000 €	400,00%
Training program for PAs and CAFs	- €	- 50.000 €	NaN	- 2.700.000 €	5300,00%	- 10.000.000 €	270,37%
Employees	- €	- 20.000 €	NaN	- 1.000.000 €	4900,00%	- 5.000.000 €	400,00%
Customer acquisition & retention	- €	- 50.000 €	NaN	- 2.000.000 €	3900,00%	- 10.000.000 €	400,00%
Totale Costi Fissi	- 80.000 €	- 260.000 €	225,00%	- 8.153.000 €	3035,77%	- 44.267.000 €	442,95%
Reddito Operativo (EBITDA)	- 80.000 €	- 185.000 €	131,25%	6.097.000 €	-3395,68%	20.083.000 €	229,39%
EBITDA%	0,00%	-246,67%	NaN	42,79%	-117,35%	31,21%	-27,06%

BUDGET



INTERVIEWS - CHARTS